



Disabled Veteran  
Business Alliance

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A Semptra Energy utility

## **Turning Contacts into Contracts** **4<sup>th</sup> Annual Procurement Conference**

**FOR:** Certified SDVOSB's/ DVBE's/VOSB's  
Supporting Agencies & Sponsors

**DATE:** October 2, 2015

**TIME:** 8:30a.m. – 3:45 p.m.

**WHERE:** Southern California Gas Company's  
Energy Resource Center  
9240 Firestone Blvd, Downey, CA 90241

- **Panel discussions:** Featuring federal, state, & agency buyers, as well as other successful contractors
- **Specifically Designed Workshops:** For start-up with small jobs, small sub-contracts, or large/prime contracts
- **Conference's Featured Event:** 10 VOB's selected to make a 90 second pitch in front of buyers. Capability Statement is required.
- **One to One Matchmaking:** Pre-scheduled appointments need to be completed by September 23
- **Past successes at this conference include:**
  - Generated 3 ongoing contracts with the Southern California Gas Company
  - AND - Generated 2 contracts with other agencies

### **Current attendees include:**

So Cal Gas	Port of Los Angeles	BidSpeed
California Water Association	Metropolitan	LAWA
CDCR	Cal Vet	METRO
VA-VISN 21	DGS	Hensel Phelps
VA-VISN 22	VBOC	Kiewit
LADWP	ARB	LA City Public Works, Bureau
SDUSD	LAUSD	Of Engineering
Port of Long Beach	Spec Services	Burns & McDonald

**Continental Breakfast provided by San Gabriel Valley Water Company and Lunch provided So Cal Gas Company**

**To RSVP click here**

<https://www.eventbrite.com/e/turning-contacts-into-contracts-4th-annual-procurement-conference-tickets-17726576668>